

Message Text

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AMEMBASSY SINGAPORE

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS NEW DELHI 12714

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: "EARLY WARNING" ON TRADE OPPORTUNITIES OILFIELD MACHINERY

1. THE FOLLOWING REPORT, BASED ON EMBREP'S RECENT DISCUSSIONS WITH APPROPRIATE OFFICIALS OF THE GOI OIL AND NATURAL GAS COMMISSION (ONGC) AT DEHRA DUN, PRESENTS SOME OF THE PRIORITY PURCHASE PROPOSALS AND OPPORTUNITIES THESE WILL OFFER TO U.S. BUSINESS:

(A) HELICOPTER-BORNE RIGS OF 3000 METER CAPACITY REQUIRED FOR HARD-TO-REACH LOCATIONS. TOTAL REQUIREMENT LIKELY TO BE THREE OF WHICH PURCHASE OF ONE RIG (AT APPROXIMATE VALUE OF DOLS3 MILLION) HAS BEEN APPROVED.

ACCORDING TO INFORMATION AVAILABLE WITH ONGC, PARKER DRILLING COMPANY, USA (ADDRESS NOT KNOWN) MANUFACTURES ABOVE TYPE SPECIALIZED RIG. PARKER IS NOT LISTED IN ANY OF REFERENCE DIRECTORIES AVAILABLE AT EMBASSY.

(B) GEOPHYSICAL VIBROSIS INSTRUMENTS: PURCHASE OF TWO COMPLETE SETS (EACH OF WHICH COMPRISES 4 SEPARATE INSTRUMENTATION PANELS) CURRENTLY BEING CONSIDERED. TOTAL VALUE ESTIMATED AT DOLS1 MILLION. BIDS EXPECTED FROM GEO SPACE CORPORATION, 5803 GLENMONT, HOUSTON, TEX. 77036; MERTZ IRON AND MACHINE WORKS, 1701 N. WAVERLY, PONCA UNCLASSIFIED

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CITY, OKLA. 74601; AND MANDREL PORDUCTS, P.O. BOX 36306,

HOUSTON, TEX. 77036.

(C) DIGITAL SEISMIC UNITS: ONGC REQUIRED FOUR UNITS AT APPROXIMATE TOTAL VALUE OF DOLS700,000. BIDS EXPECTED FROM: TEXAS INSTRUMENTS INC., P.O. BOX:1444, HOUSTON, TEX.77001; GEO SPACE CORPORATION, 5803 GLENMONT, HOUSTON, TEX.77036; MANDREL PRODUCTS, P.O. BOX 36306, HOUSTON, TEX. 77036; AND DIGITAL DATA SYSTEMS, 3930 WESTHOLME, HOUSTON, TEX. 77042.

(D) OIL WELL LOGGING EQUIPMENT: ONGC REQUIRES FOUR COMPLETE SETS AT APPROXIMATE TOTAL VALUE OF DOLS750,000. BIDS EXPECTED FROM GEOHRT OWEN INDUSTRIES, FORTWORTH, TEX. AND DRESSER ATLAS CORPORATION (ADDRESS NOT KNOWN).

(E) FIRE FIGHTING EQUIPMENT SUITABLE FOR OPERATION IN OFFSHORE OILFIELDS. NUMBER OF SETS REQUIRED, ESTIMATED VALUE AND SOURCES OF PROCUREMENT NOT YET DETERMINED.

(F) OIL SPILLAGE CONTROL EQUIPMENT: PROPOSAL IS IN PRELIMINARY STAGE.

2. TOTAL VALUE OF FIRST FOUR PRODUCT SUB-CATEGORIES COMES TO APPROXIMATELY DOLS5.5 MILLION

3. ACTION REQUESTED: PLEASE ALERT APPROPRIATE COMPANIES ON FOREGOING TOS. TENDER NOTIFICATIONS ON MOST OF THESE ARE EXPECTED TO BE ANNOUNCED SHORTLY. FIRMS INTERESTED IN TO'S LISTED UNDER (A), (E) AND (F) SHOULD CORRESPOND WITH MR.C.K. KARUNAKARAN, DIRECTOR (SPECIAL DUTIES), ONGC, TEL BHAVAN, DEHRA DUN, U.P. FOR ITEMS (B), (C) AND (D), THE CONTACT OFFICIAL IS MR. M.A. GANAPATHY, CHIEF GEOPHYSICIST AND HEAD OF INSTRUMENTATION DIV. INSTITUTE OF PETROLEUM EXPLORATION, ONGC, KAULAGARH ROAD, DEHRA DUN, U.P.

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